The Importance of Engagement Throughout the Procurement Process

Throughout the procurement process, engagement between buyers and suppliers have many benefits. From building relationships to improving the quality of your response, early engagement is a vital part of submitting winning bids.

**Read why we think engagement is important throughout the procurement process.**

## Clear Understanding of the Tender

Sharon Christie, Customer Account Manager at Scotland Excel, says that “*early engagement is… crucial*.” She also added that proactive engagement leads to a better understanding of the market as well as the individual tender.

Being proactive and asking questions is important to your understanding of the tender requirements. Only when you are certain of what the buyer wants, can you focus on the requirements and provide the buyer with the exact answers they are seeking.

## Show Interest

Engagement is a fundamental element of the procurement process as it shows the you are interested in and dedicated to a tender. Asking questions and getting to know the buyers shows that you are interested in the tender and going out of your way to find out more about what they are looking for. This level of dedication and curiosity will help you stand out from the competition.

## Develop Relationships

Developing relationships results in increased trust. And where there is trust, people work together more easily and effectively. Building strong relationships with buyers means thinking about procurement as a bond or relationship rather than just the mechanics of a purchase agreement.

Here are some tips to build a better relationship with buyers:

* Communication
* Respect
* Openness
* Trust
* Flexibility

## Engage with Delta eSourcing

At Delta, we can help you engage with buyers with our eProcurement tools. Our organisation has helped to connect buyers and suppliers for over 30 years.

If you would like to find out more, request a FREE demo today.